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If Rumors Were Horses

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Against the Grain

"Linking Publishers, Vendors and Librarians"

From Field of Dreams to the Godfather: Collection Development Today

by **Curt Holleman** (SMU, Dallas, Texas) <chollem@mail.smu.edu>



I want to begin in the days of yesteryear when we actually thought that our mission in life was to build collections for all time. Do you remember the time when directors of libraries actually boasted about volume counts? As in, "We are the seventh biggest library in the ARL." Or, "We now have 3,245,971 volumes in our libraries." Do you hear much of that anymore? Maybe when the library passes a threshold, like its three millionth volume, or its five millionth volume. More often you hear the sentiment: "I just wish that we could outlaw volume counts." I have heard directors of small libraries say this, and I have heard collection development librarians at major libraries say the same thing. Why? Because we no longer see ourselves as building lasting collections. Instead we want credit for our new document delivery initiatives, and we certainly want credit for our fulltext electronic journals online.

I have named the good old days after the movie, **Field of Dreams**. In the movie, the hero, relying on the mantra, "Build it, and they will come," builds a baseball field in the middle of Iowa. When I saw the movie, the audience was moved to tears of rapture, followed by loud sniffing, when this baseball field in the middle of nowhere magically fills with people at the end of the movie. I was not so moved, but, then, I had not yet thought about the analogy with library collections. If I had, I would have been sobbing for joy along with my fellow moviegoers.

"Build it, and they will come." In a world like that, what did collection development librarians think about? They thought about collection evaluation, and they developed a tool called the **ARL/RLG Conspectus** so that every library could evaluate any of thousands of subject areas of theirs on a scale from one to five, minimal to comprehensive. They thought about balance; they tried to collect materials

from the political left and the political right so that their readers could see all sides. They thought a lot about approval plans; how to obtain easily the books that they wanted both from the United States and from around the world.

My personal favorite from the old days was the topic of fund allocation: it engaged the best minds in collection development, and in its heyday we saw thousands of crazy allocation formulas flying around. It no longer seems to be a very popular topic. Finding the best allo-

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If Rumors Were Horses

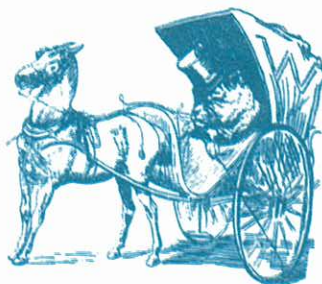
The fabulous **Adrian W. Alexander** has been named Executive Director, **Big 12 Plus Libraries Consortium**, Linda Hall Library, 5109 Cherry Street, Kansas, MO 64110-2498. His phone number is 816-926-8765, and fax number is 816-926-8790. Adrian's email is <alexandera@ihl.lib.mo.us>. Congratulations Adrian!

Information Quest, Dawson's great innovative source for periodicals information, is merging operations in Westwood, Mass. with **Faxon's Information Services Group**. This means that **Information Quest** is beyond the development stage and is into the marketing and sales mode, under the direction of our own **Dan Tonkery**. **David Cheatham** is Director of Research and Development for **ISG** and will report to **Vern Cain**. **Jan Peterson** is Vice

President of Publisher Relations, **Faxon ISG** and will report to **Dan Tonkery**.

We told you back in November that **Ron Akie** had been named President of **SilverPlatter Information's** U.S. region. Well, Ron has also recently been named CEO of **SilverPlatter**.

From the law-lib listserv, and **Judy Meadows**, AALL President -- The **AALL (American Association of Law Librarians)** has been closely monitoring the **Kramerbok/Barnes** and **Noble** situation and "is concerned with



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What To Look For

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the intellectual freedom implications of a bookstore being forced to turn over records of private citizens' book purchases to the government". AALL will be a co-signatory of **Barnes and Noble's** motions to quash the special prosecutor's subpoena if necessary.

Some horrible news. **Scott Eller**, the wonderful, fantastic, awesome, **CIS** rep in the Southeast is in critical condition and a coma after a terrible car wreck down in Florida. I don't know what to say. At press time, Scott was still hanging on. He needs our prayers. Here is his address: St. Mary's Medical Center, 901 45th St., West Palm Beach, FL 33407.

Well the **Wolters Kluwer** and **Reed Elsevier** merger did NOT go through. This has been widely reported, but here's some more. Word is that Wolters Kluwer would have had to divest itself of some holdings and that their shareholders weren't too thrilled. So they went back to Reed Elsevier and asked to renegotiate some of the terms of the merger. This was unsuccessful.

Chuck Hamaker is alive and well and settled at **UNC-C**. Here is his office phone: 704-547-2825 and his email — <CAHAMAKE@newmail.uncc.edu>.

And I guess most of you heard about the acquisition of **Random House** by **Bertelsman** in late March. Widely reported, this acquisition will create the largest trade publisher in the U.S. (Bertelsman already owns **Bantam Doubleday Dell**). The industry seems to be split about whether this is good or bad.

And speaking of **Bantam Doubleday Dell**, the publishing giant has just started **WaterBrook Press**, a subsidiary that will focus exclusively on religious books, including fiction. This is reported in "Leap of Faith? Publishers Drawn To the Power of Christian Fiction," by **Lisa Miller** in the *Wall Street Journal*, January 20, 1998.

R.R. Bowker and **Barnes & Noble** have announced that **Bowker's Books in Print** database will be used by Barnes & Noble's retail stores and as the underlying database at Barnes & Noble's Internet bookstore. Barnes and Noble's Web site is at BarnesandNoble.com.

And speaking of **Barnes and Noble**, the **American Booksellers Association (ABA)** has filed an antitrust lawsuit against the nationwide bookstore chains of **Barnes & Noble Inc.** and **Borders Group, Inc.** The lawsuit was filed in the U.S. District Court for the Northern District of California on behalf of the ABA and more than twenty independent bookstores. See <http://www.bookweb.org>.

Our very own **Christian Boissonnas**, Central Technical Services, **Cornell**, is the recipient of the **ALCTS Leadership in Library Acquisitions Award** for 1998. Bravo, Christian!

And there's more. The innovative **Arnold Hirshon**, Vice Provost for Information Resources at **Lehigh University**, is the 1998 recipient of the **Hugh C. Atkinson Memorial Award**.

Crystal Ashton, a long-time and dear

friend, is leaving **Ameritech Library Services** to pursue a new opportunity as the marketing director at a small computer company. Good luck, Crystal, and keep in touch!

The awesome **Miriam Gilbert** <Miriam.Gilbert@harpercollins.com> sends word of the sale on March 11 of **Westview** to **Perseus Books, LLC** from **HarperCollins Publishers**. I know that I sure see a lot of Westview books on our approval plan and know that Westview is a leading publisher of academic, professional, and reference books, as well as undergraduate and graduate texts in the social sciences and humanities. **Westview Press/IconEditions** are art history and art criticism titles for students and art enthusiasts. "The acquisition of Westview Press represents another critical step in the implementation of our overall strategy for the **Perseus Books Group**," said Perseus President and CEO **Jack McKeown**. "It is a pleasure to welcome Westview into the company of **Basic Books, Civitas Books, Counterpoint, and Public Affairs**." Founded in Boulder, Colorado, in 1975, **Westview** has grown beyond its Rocky Mountain roots, with satellite editorial offices in San Francisco and New York, and a marketing office in Oxford, England. But while the Boulder-based company continues to expand, the mission of the house remains the same: to publish, in the words of founder **Frederick Praeger**, "books that matter." The acquisition of Westview will add a new chapter to the rapidly unfolding story of **Perseus Books**. In September 1997, the company acquired **Basic Books**, one of the industry's most respected nonfiction imprints. In December 1997, Perseus Books announced a letter of intent to acquire the

General Publishing Group of **Addison Wesley Longman**. As with other members of the Perseus Group, **Westview** will maintain separate publishing staff and draw upon the core of Perseus Books' shared services, headquartered in New York. Trade sales, fulfillment, and distribution will still be handled by **HarperCollins**, which has a long term distribution agreement with Perseus. **Westview** will continue to operate from its Boulder, Colorado offices. Perseus Books, L.L.C., is a subsidiary of Perseus Capital, L.L.C., which has interests in a number of media and technology ventures. Getting back to **Miriam Gilbert**, here's what she writes, "As far as we are concerned in Boulder, the sale marks a brilliant new chapter in the **Westview** story with opportunities for growth and expansion in the near and long term. Please call if you have any questions at all — this is a subject my colleagues and I are ready to discuss with enthusiasm." And if you haven't already seen the laudatory *New York Magazine* article ("Can This Man Save Publishing?") about **Frank Pearl**, the principal of **Perseus Capital**,

Miriam says that it is available on their Web site: www.nymag.com.

Publishers **John Wiley & Sons, Inc.**, have announced an agreement with **Microsoft** to distribute the 1998 edition of **Encarta® Virtual Globe** software with ten of Wiley's college-level geography textbooks, including **DeBlij/Geography, Realms, Regions, and Concepts**; **Strahler/Introducing Physical Geography**; **Kuby/Human Geography in Action**; and **Blouet/Latin America and the Caribbean**. Wiley began to offer textbooks together with **Encarta Virtual Globe** software in December, 1997. When acquired with a Wiley textbook, the software is available at a fraction of its estimated retail price.

This is quite a coincidence. About the same time **Rick Heldrich** (Chemistry Professor, College of Charleston) <heldrichr@cofc.edu> sends word that in *Chemical & Engineering News* (November 24, 1997, p.14-15), there was an article on the merger of several excellent chemistry journals into two major journals. They are *European Journal of Organic Chemistry* and *European Journal of Inorganic Chemistry*. They have a Web site that is worth checking out — www.vchgroup.de/vch/journals/2046/index.html. Well, about that same time, I got a letter from the awesome **Athena Michael of Wiley** that **William J. Pesce**, COO of Wiley has now joined forces with the chemical societies of Belgium (**SRC** and **KVCV**), France (**SFC**) and Italy (**SCI**) — in addition to established partnerships with the German (**GDCh**) and Dutch (**KNCV**) societies — to expand the scope of its pan-European journal publishing program by merging six national journals into two new journals, **EURJOC** and

EURJIC. Wiley has developed the European program to accelerate the development of its European-based journals and to complement its US-based journal business. In doing this, says the press release, Wiley is reconfirming its commitment to the future of journals publishing. Two positive perspectives on the same thing.

Blackwell Science USA has been selected to publish **The American Cancer Society's** journal, *Cancer Practice: A Multidisciplinary Journal of Cancer Care*. This

peer reviewed publication provides a forum for the exchange of practical knowledge among oncology nurses, social workers, physicians, and others associated with cancer patient treatment.

Community of Science, Inc., (COS) has announced that it has entered into a strategic alliance with **Mack Printing Group**, a national printer and compositor of scientific journals. The two companies are jointly promoting and selling their services — including Mack's typesetting/SGML and printing services and COS' automated Web-based journal publishing technologies — to the scientific community.

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Is more information necessarily more valuable than less information? Stephen Rhind-Tutt, Pricing Models and the Forces that Drive them, ATG, February, 1998, p.26.

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Libraries looking for the best print and nonprint materials for children can look to the twenty-first edition of **Brodart's The Elementary School Library Collection (ESLC)**. School, public, and academic libraries will find ESLC to be a primary resource for selecting and prioritizing purchases. Available both in book and CD-ROM versions, ESLC features a comprehensive, updated listing of 10,000 of the most highly recommended children's titles.

Faxon has appointed **Frank Semancik** Regional Manager, Sales and Service in the Ohio Valley which includes Ohio, Michigan, and Indiana. Frank will be based in Bay Village, Ohio, and comes from **The Brodart Company**.

Had a delightful lunch with **Gary Wilson** and his father of **ESCN Database Reports** <ESCN_Database_Reports@compuserve.com> recently when I interviewed them for *Against the Grain*. These fantastic gentlemen spend all their waking hours indexing Early South Carolina Newspapers and have just completed research on year 1759 of the **South Carolina Gazette** newspaper and that new year of data has now been added to the main database records. The ESCN Database Web site has also been updated at http://ourworld.compuserve.com/homepages/escn_database_reports. Watch for the interview coming soon!

Recently heard from the oh-so-tall and wonderful **Kenneth Kirkland** (Collection Development Coordinator, DePaul) <kkirklan@wppost.depaul.edu>. He needed a piece of information from, guess what, the **1997 Charleston Conference**!

Sometime when you have time, check out the **Bibliocity** homepage at <http://www.bibliocity.com>. This site of rare and collectible books supports searching of member inventory by any period of publication and price range.

Recently heard from **Sever** (the great and wonderful) **Bordeianu** <sbordeia@unm.edu> who assures me that a report from the **Oklahoma Conference** is upcoming! He also mentions that his and **Claire Lise**

Benaud's book *Outsourcing in Academic Libraries* is getting ready to be published by **Libraries Unlimited**. You'll remember their excellent article in *ATG*, November 1997 (p.1, 16, 18). That article has apparently generated many phone calls to both Sever and Libraries Unlimited, not to mention the *ATG* SoHo, wanting to know when the book will be out. For more information, try **Libraries Unlimited** at 800-237-6124.

The vivacious **Marcie Kingsley** (Head, Serials Resources Department, Western Michigan University) <kingsley@wmich.edu> sends word that she doesn't know whether WMU is part of a new trend or not. Whereas in 1991, Marcie was busy joining together the separate monographic-acquisitions and serials departments - now they are dividing up again. The complexities of the electronic environment for serials is something they couldn't have envisioned in the early '90's. So — ta dum — Marcie is happy to report that **Donna Heady**, who was Head of Acquisitions at **Kenyon College**, has been hired to be Head of the re-formed Monographic Acquisitions Dept. Marcie is Head of the Serial Resources Dept. where they try to manage the electronic resources. Since they are busy getting ready for migrating to a Voyager system, Marcie says that Donna came just in time! And, there's more. Donna and Marcie are both coming November 5-7 to the **1998 Charleston Conference**! Is it on your calendar?

Britannica Online celebrated March's Women in American History through a special Website <http://women.eb.com>. This Britannica Online Spotlight takes you on a tour through the accomplishments of American women from colonial times to the present. I found it way cool!

Recently heard from **Deborah K. Jensen** (Serials Librarian, Boston Athenaeum) <jensen@bostonatheneum.org>. Can you imagine that she and **Anthea Harrison** have not been getting their *ATG*'s in the mail and they even attended the **1997 Charleston Con-**

ference. I tell you, I just don't get it. Sometimes the mail goes haywire! Anyway, yes, you get a sub to *ATG* if you attend the CC so I hope that Deborah and Anthea have gotten their copies by now.

Jim Vickery (The British Library) (did you read his article in the February *ATG* ? "The Legal Deposit of Electronic Publications," pp.36-38,49) sent me the latest of *NAG News* with a glowing report of the **1997 Charleston Conference**. It was so eloquent and he captured the conference atmosphere perfectly. Thank you, Jim!

And, speaking of **Jim Vickery** (above), **Eileen Hiller** <e.m.hiller@hud.ac.uk> is editor of *NAG News* and she wrote because she heard about the CC from Jim and also from **Diane Kerr** (that wonderful woman from **Dawsons**). Anyway, Eileen is interested in exchanging experience, information and even newsletter items. The first thing that she wanted to do was reprint the *ATG* interview done by **Judy Luther** with **Tim Collins** (EBSCO) (*ATG*, v.9#3, June 1997, pp.36-37). We thought that was a pretty great idea.

And speaking of the **Tim Collins** interview, it was great to hear from **Paula Farley Jackson** (Vice President, Operations, **SIRS, Inc.**) <http://www.sirs.com> the other day. I have met her several times at the **Independent Reference Publishers Group** meetings before ALA. Anyway, Paula says that she liked that very same **Tim Collins** interview very much. Have you read it?

And speaking of **Jim Vickery** again — all roads lead to Jim Vickery! — I got an email with a name from the past when **Keith Renwick** <K.Renwick@umist.ac.uk> wrote to tell me that he had read Jim's write up on the CC in the *NAG News*. Imagine that Keith had never seen his article in *ATG* (v.9#4, September 1996, pp.81-83 "The Art of Requiring CD-ROM Technology") (what are we going to do about international distribution, all you people out there?) who is taking early re-

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I think the balance between end user and buyer has shifted to the library." Karen Hunter, "Sleepless Nights Redux," ATG, February, 1998, p. 29.



Call for Ideas/Papers/Speakers/etc.

The 1998 Charleston Conference, November 5-7, 1998, Charleston, S.C. Issues in Book and Serial Acquisition

If you are interested in leading a discussion, acting as a moderator, coordinating the lively lunches or simulation rooms, or would like to make sure we discuss a particular topic, please let us know. The **Charleston**

Conference prides itself on creativity, innovation, flexibility, and informality. If there is something you are interested in doing, please try it out on us. We'll probably like it ...

The Planning Directors for the 1998 Charleston Conference include **Barbara Dean** (Arlington County Public Library), **Robin**

Lent (U. of New Hampshire), **Heather Miller** (SUNY-Albany), **Katina Strauch** (College of Charleston) and **Judy Webster** (University of Tennessee).

Send ideas by **June 30, 1998**, to Barbara Dean, Technical Operations Center, 4000 Stringfellow Rd., Chantilly, VA 22021. Phone (703)222-3139; fax (703)222-3135. Internet: <bdean@leo.vsla.edu>.

FUTURE CHARLESTON CONFERENCE DATES:
November 5-7, 1998 • November 4-6, 1999 • November 2-4, 2000

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tirement from **UMIST Library and Information Service** in Manchester, England, in September, 1998. But Keith isn't really retiring; he's taking a post as UK Sales Manager with **Everetts**. You should all remember Keith's article in *ATG*. And maybe there will be a second article about changing from one side of the fence to another.

More email. **Ginny Downes** (Samford Univ. Law Library) <vcdownes@samford.edu> says they want to subscribe to *ATG*! Hooray!

The fabulous **Robin Lent** <rslent@christa.unh.edu> is on her way to England and she going to interview **Jeremy Lloyd** (Blackwell's) for *ATG*. I can't wait to read the interview!

Speaking of **Blackwell's** — did a fantastic interview with **Jim Rose** at ALA Midwinter. Hopefully, that will be in the June, 1998 issue, coming up.

This is from **diglibns@sunsite.berkeley.edu**. If you conduct a book sale and if you haven't seen the **BOOK SALES** Web site, be sure to visit it at <http://www.book-sales-in-america.com/>. **BOOK SALES** has been recommended by *The New York Times Book Review*, *Booklist*, *American Libraries*, *Midwest Book Review*, and *FOLUSA News*. The site has been in existence for approximately a year and this year, they are going to issue a quarterly subscription in regional editions which will hopefully make it easier to have all book sales listed. If you want to talk to a person, try **Helen Oram** (**BOOK SALES**, PO Box 452, Hudson, MA 01749; Tel: 978-562-3400; Fax: 978-562-1233), <publisher@Book-Sales-in-America.com>.

Well, I remember her from way back when — remember the article **Joan Griffith** wrote for *ATG* in 1995 with **Rebecca Bauerschmidt** ("HTML or How to Be the Duke of URL," *ATG*, June 1995, v.7#3, pp.31-32). Back then, she was at the **University of New Mexico** and we were still talking about gophers. Anyway, Joan <joan.griffith@harrassowitz2.wi.eunet.de> is now with **Harrassowitz** and is planning a paper for the **Charleston Conference 1998**, perhaps about aggregator services, partnerships, and new directions. She says she is bringing **Friedemann Wiegel**, one of the owners of **Harrassowitz** that I believe we spoke about in *ATG*'s **Knut Dorn** interview (*ATG*, v.7#1, February 1995, pp.26-34) as well as **Bob Reed**, retired from the University of New Hampshire. Bob, I want you to know that I still have that Battle of the Bulge t-shirt that you gave me when the reunion was here in Charleston!

Speaking of which, we need to get **Peter Stevens** (Univ. of WA) <stevens@u.washington.edu> in Charleston in 1998. Peter was talking on **Acqnet** the other day about credit cards and their use in acquisitions departments. Actually, we at the **College of Charleston** are expecting a credit card momentarily.

The Library Corporation's Integrated

Automation System (**Library Solutions**) is now contracted for installation by seventy-six libraries. The most recent additions include: **Bullitt County Public Library** (KY); **Roselle Public Library District** (IL); **Culpeper County Library** (VA); **Ruidoso Public Library** (NM); **Marshall Public Library** (TX); **Sauk Valley Community College** (IL); **Newton County Public Library** (GA); **Washington Theological Union** (DC). **Library Solution** utilizes the Windows NT operating system, **Intel** compatible hardware, an **Oracle** database and Internet linkage. **Library Solution** has recently been selected for use in international markets including the Libraries Division of the West Indies and the University of Malawi.

This information is from **Claire Fund** (College of Charleston) <fundc@cofc.edu>. The **Charlesworth Group**, a printer of scholarly journals, has given its **1997 Award for Electronic Journals** to *The European Molecular Biology Organization Journal*, which is published twice a month by **Oxford University Press**. Here's the address of the journal which costs \$1000 per year and includes electronic access — <http://www.emboj.org/>.

And speaking of **Claire Fund**, she recently sent word that the *Wall Street Journal* wants everybody to be librarians! The article (12/9/97, B1) is titled "Contributors to Pools of Company Know-How Are Valued Employees," and is by **Hal Lancaster** <hlancast@wsj.com>. "If people take the time to enhance their own knowledge base and expertise, they will find their career prospects and potential broadening significantly." Corporate interest in knowledge management is increasing with its investment in intellectual capital. "You have to budget the time you spend perusing intellectual capital. Those who do this effectively advance faster." Employees must also add to a company's knowledge base — contributions are beginning to be added to companies' appraisal and compensation systems. Employees also need to be good writers and librarians — organizing, describing, and tagging knowledge — so that others can find and use it.

Recently heard from **Ruth Hodges** (South Carolina State) <lb_hodges@scsu.scsu.edu>. She was doing some research on journal deselection. Sound familiar?

I tell you, it's hard not to run into ideas on the Internet. Here's one that was interesting that I ran across the other day. **The SSRN (Social Science Research Network) Top Ten Hits** (delivery of electronic papers which began in earnest in August, 1997) by SSRN. In November over 9,000 papers were downloaded from the SSRN electronic library and over 6,000 in December. The current Top Ten List is located at <http://papers.ssrn.com/search.qry> And, the December 8 issue of *Fortune* (p.19) gave the Top Ten Hits some attention. SSRN is now providing Top Ten Lists for each of its networks, and they will be very soon expanding the Top

Ten list to provide the Top Ten downloads for new papers (those posted in the last 45 days). This information is courtesy of **Michael C. Jensen** <admin@SSRN.COM>.

Eamon Fennessy <efennessy@worldnet.att.net> has eleven (!) grandchildren. That's just one of many interesting tidbits I learned interviewing him for *ATG* (thank goodness y'all like the interviews!). He tells me that he met **Christine Deschamps**, President of **IFLA**, at a meeting of the **International Council for Scientific & Technical Information** in Paris. The subject of *Against the Grain* came up, potentially for a global library issues column. Hmm...

Speaking of interviews, **Joyce Ogburn** (AUL for Information Resources and Systems, Old Dominion University Library) <jogburn@odu.edu> tells me that **Don Waters** (her old boss and colleague at **Yale** and now director of the **National Digital Library Federation**, has agreed to do an interview for *ATG* in a couple of months. In the meantime, we have her **Acquiring Minds Want to Know** report on **CAUSE**, this issue, p. 89.

EDUCOM has announced that it has finalized a set of digital labels — known as metatags — that will make finding educational materials on the World Wide Web easier. The effort to create the metatags is called the **Instructional Management Systems** project. The specifications outline what information should be embedded in the computer code behind educational Web pages and Web-based computer programs. A Web page that complies with the specifications will have metatags that provide information about the page's contents, who published it, what it is titled, and when it became available online, among other details. The tags will be invisible to Web users, but they are designed to be read by advanced search engines so that when people look for educational materials online, the

What is needed is a diversity in services offered — a need for separating content from technology. Library users don't really want multiple interfaces; they want the convenience of central delivery. — Conversation with Bill Sozansky, "What Do Mergers Do For Libraries?" ATG, February, 1998, p.31.

search engines will assemble lists of resources that better match the users' needs.

A group of 33 academic institutions in South Korea have joined forces to license online journals from **Academic Press' International Digital Electronic Access Library (IDEAL)**. With **Seoul National University** as the lead institution, these universities have formed **KUCED, the Korean University Consortium for Electronic Databases**.

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<<http://www.against-the-grain.com>>

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Within the terms of a single license, all 328,000 faculty, students, and employees of the institutions now have fulltext online access to all 186 peer-reviewed journals covering more than thirty major disciplines. For further information, contact **Chrysanne Lowe** at 619-699-6824.

Information Today, Inc. (Medford, New Jersey) has announced that it has acquired the abstracts publication and database known as **Information Science Abstracts** from **Documentation Abstracts, Inc. (DAI)**, beginning with the August 1998 issue. **Information Science Abstracts** is a monthly abstracts journal and database which covers library and information science publications from worldwide sources. Approximately 8,000 abstracts are added each year to the database, which dates back to 1966. The database will continue to be available as a printed abstracts journal as well as electronically through **Dialog** and **SilverPlatter Information**. **Information Today** is also studying the feasibility of additional distribution platforms. For further information, phone 609-654-4309 or go to www.infotoday.com.

The state of **Alabama** has chosen **Brodart Automation's LePac NET** to provide Internet access to **ALICAT**, their union bibliographic catalog. The **ALICAT** database contains 7.6 million holdings and a union list of 88,000 serials holdings. **Le Pac NET** offers users access to **ALICAT** 24 hours a day, seven days a week.

Okay. I have messed up so many times I can't count them. But the most recent screw up (as of this writing; there may be more later in this issue ...) is with the incredibly patient and awesome **Tom Leonhardt's** email address. We have printed it wrong in these pages a couple of times. Here it is now, write it down and don't add letters, like I did! [<leonhart@OIT.EDU>](mailto:leonhart@OIT.EDU) is the right address. See, his real name has a "d" in it, but the email address doesn't! Something about number of letters. You can't tell computers anything!

The **College of Charleston Library** just received the proceedings of a **SOLINET** (Southeastern Library Network) conference on digitizing projects for libraries and archives. It includes an overview and case studies from **Emory, UNC-Chapel Hill** and **UT-Knoxville**. The title is "To scan or not to scan."

Remember me, asked **Dave Mitchell** (Business Manager, Guilford Publications) [<dmitch@guilford.com>](mailto:dmitch@guilford.com) in a recent email. Dave says he didn't come to the **Charleston Conference** this past year, but he still wants to get *Against the Grain* and he sends us his greetings and best wishes.

Got a nice note from **Gita Gunatilleke** (Victoria U., NZ) [<Gita.Gunatilleke@vuw.ac.nz>](mailto:Gita.Gunatilleke@vuw.ac.nz) who says that she really enjoyed her visit to the states and to the **1997 Charleston Conference** especially. Besides coming to Charleston ("a beautiful city with such warmth"), she visited Niagara Falls, Washing-

ton, and San Francisco, and that's not all. We have a few of her contributions — coming up!

Paul Harwood [<PHarwood@swets.nl>](mailto:PHarwood@swets.nl) works for **Swets Subscription Service** in the UK and is also Marketing Officer for the **United Kingdom Serials Group**. He was wondering if **ATG** and **UKSG** could exchange Web site links and Table of Contents. We are looking forward to doing so.

The incredibly supportive and wonderful **Gary Herald** (Ambassador) [<abs@CLASS.ORG>](mailto:abs@CLASS.ORG) writes that his daughter's Bat Mitzvah is over... sadly. **Philip Hallman** and **Stuart Grinell** from **Ambassador** were both there as well as the whole family and it was a wonderful celebration. I've been to a couple of Bar and Bat Mitzvahs and they are truly incredible. Congratulations, Gary!

From *Science* (28 November 1997) — A coalition of 15 Dutch scientific research libraries has adopted a set of principles aimed at bolstering their position in negotiations with publishers over electronic journals. The principles stipulate that libraries that subscribe to a print version of a journal should not have to pay more than an additional 7.5% for electronic access to that same journal, and that libraries should not pay more than 80% of the print rate to subscribe exclusively to the electronic version. A group of German librarians who helped draw up the principles are ex-

As the economic model shifts from supply (offering what is available) to demand (transactional sales, buying as needed), the entire market will become more customer oriented. Judy Luther, "A Year of Consolidations, Mergers, and New Entrants to the Market," ATG, February, 1998, p.32.

pected to sign on as part of the coalition, and it's hoped that many European libraries will follow suit. "We've been talking about a 'journal crisis' for years," says one of the Dutch librarians. "It looks like it's finally arrived. We're fed up."

Chris Hamel-Smith [<chamel@InfoChan.COM>](mailto:chamel@InfoChan.COM) sent this to **cni-copyright@cni.org** when there was a question about copyright information from various countries. **Hieros Gamos** — <http://www.hg.org> and a search on "intellectual property" will take you to a very large collection of international IP links, including links to copyright legislation in many jurisdictions.

Speaking of international copyright, I got a thorny question from a gentleman here in Charleston who wanted some information about a German publisher and copyright. Thanks to **Knut Dorn** (Harrassowitz) [<kdorn@harrassowitz.co.de>](mailto:kdorn@harrassowitz.co.de) I was able to answer the question. Thanks, Knut!

More on international copyright info from **cni-copyright**. **Louise Szente** (Librarian, Article Services, Gold Fields Library and Information Services Technikon SA, Private Bag X90, FLORIDA, 1710) [<lszente@tsamail.trsa.ac.za>](mailto:lszente@tsamail.trsa.ac.za) sends word that there is an organization called **SACFO (South African Copyright Forum)**. The homepage URL: <http://www.pgwg.org/sacfo/>.

Picked up the mail the other day (sadly it does not come to our door!) and what should appear, but a NEW journal from **Jeffrey Kittay** of **Lingua Franca** fame — remember we interviewed him in *ATG* way back in 1995 (*ATG*, v.5#3, June 1993, pp.34-35,45). Anyway, this new journal is called **University Business** and has quotes in the very first issue from our very own **Barbara von Wahlde** (Associate Vice President for Libraries, SUNY-Buffalo) [<bwv@acsu.buffalo.edu>](mailto:bwv@acsu.buffalo.edu) (and also sister of **Kathy Ketterman**, UNC Press) who was one of the keynotes at the **1997 Charleston Conference**. It just so happens that *ATG* is in the process of interviewing Barbara for an upcoming issue!

Did y'all see the recent article in *Searcher* (January 1998, pp.25-30) by the wonderful **Anne Dixon** (Institute of Physics Publishing) [<anne.dixon@iopublishing.co.uk>](mailto:anne.dixon@iopublishing.co.uk)? You probably know that following their successful collaboration on **HyperCite™** technology, **The Institution of Electrical Engineers (IEE)** and **Institute of Physics Publishing (IoPP)** have announced that **IoPP** is a re-seller of the full **INSPEC** database and archive. Offering an unlimited usage license to academic sites initially, the **INSPEC** database will also use **HyperCite** technology to link from the **INSPEC** database to **IoPP** journals online and, via the **IoPP** cited references, to other publishers, back into the **INSPEC** database, to preprint databases, and to other important online physics resources. This will allow scientists and information professionals to embark upon electronic "information trails", following cited and citing references forwards and backwards in time. Furthermore the annual price of this service, \$27,500 (UK, plus VAT) of \$45,000 (rest of world) is highly competitive with offerings of the database alone; access to the fulltext of **Institute of Physics Publishing's** journals is available to **Institute of Physics Publishing's** print journal subscribers. The **INSPEC** database has records going back to 1969 and **Institute of Physics Publishing's** fulltext goes back to January 1, 1993. When polled a whopping 81% of **IoPP's** Electronic Journal customers who replied stated that they would be interested in accessing **INSPEC** through **IoPP's** Web site (<http://www.iopp.org>).

Well this issue has our first installment of **Who Owns Who** (see p. 52) by **Mary Brandt Jensen** (Director of the Law Library, U. of Mississippi, University, MS) [<mjensen@olemiss.edu>](mailto:mjensen@olemiss.edu). Mary says she can edit and monitor the legal stuff, but she needs some

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[<http://www.against-the-grain.com>](http://www.against-the-grain.com)

Rumors

from page 14

people to feed her information on non-legal publishers. How about it?

Cheryl Mahan (U. of Florida) <cmahan@pegasus.cc.ucf.edu> plans to come to the **Charleston Conference** in 1998! Hooray! How about you? November 5-7, Charleston, SC.

Is there a significant cost savings in the administration of pricing for a Consortium? Is that why **JSTOR** doesn't have Consortial pricing? (See *ATG* interview with **Kevin Guthrie**, *ATG*, v.9#2, April 1997, pp.31). These and other issues were under discussion by **Tony Ferguson** (Columbia) <ferguson@columbia.edu> and **Alan M. Edelson** <amedelson@topnet.net> on <liblicense-l@lists.yale.edu> in February.

Over the **law-lib listserv**, we have learned from **Janice Henderson** <jhenderson@ebglaw.com> that **John Wiley** has sold their entire book legal division to **Aspen Law & Business**. Also some, but not all, of their legal journals have been bought by Aspen. If you'd like to find out what titles have been sold call, 800-825-7550.

This info is from **Edupage** and *The Chronicle of Higher Education* (6 February 1998) -- At least two scholarly journals have begun to charge the authors, not the readers for publication. *Optics Express*, a publication of the **Optical Society of America**, and the *Internet Journal of Nitride Semiconductor Research*, have each adopted the "pay to publish" strategy and distribute the journals free to subscribers. *Optics Express* charges \$300 for an accepted article and *Internet Journal* charges \$275 per submission, with a refund of \$165 if an article is not accepted.

More from **Ann Okerson** <Ann.Okerson@yale.edu> and **liblicense-l** — **Keith Seitter**, Executive Director of the **American Meteorological Society**, has made the **AMS's online Journals Subscription Agreement** (i.e., contract or license) available to all of us. It's linked as a "What's New" on the **LIBLICENSE** Web site — <http://www.library.yale.edu/~llicense>. This Agreement has many things going for it, including its brevity (yes, that is a virtue indeed, compared to some of the 10-25 page documents that libraries read and respond to). More to the point are the: fair user-friendly language, treatment of "occasional" (i.e., walk-in) users, treatment of remote sites/campuses, sensible language about liability/enforcement, and long-term access, among other things.

Globetrotter, Multicultural Media's monthly electronic newsletter <mcm@multiculturalmedia.com> has all kinds of news about music. We at *ATG* have received several CDs to review and **Mike Phillips** <phillipsm@cofc.edu> is preparing a review ... Anyway, in the meantime, you might

want to check out the Website at <http://www.multiculturalmedia.com>.

Have been talking to the wonderfully approachable and urbane **Brian Ingleby of Dawson** <ingleby@dawson.co.uk> who I am hoping to interview at ALA Annual in Washington. In the meantime, we just interviewed **David Cheatham**, of **Information Quest** <dcheatham@eiq.com> (a Dawson company). David attended the **Charleston Conference (1997)** for the first time though he's been working with librarians for 17 years, starting with the PC-based library automation vendor **Data Trek** back in 1981. Watch for that interview, coming up in June, I hope.

Got an email from **Daniela Moneta** (Head, Collection Development, Arizona State Library) <dmoneta@dlapr.lib.az.us>. She says she just read about the **1997 Charleston Conference** and is sorry that she missed it. She has been out of the country, but she wants to come to the **1998 Charleston Conference**. See this issue, p.10 for the **Call for papers** ...

And the johnny-on-the-spot **Rebecca Breedlove** (Head of Acquisitions Services, U. of Massachusetts, Boston) <becky@delphinus.lib.umb.edu> hopefully will also be coming to the Conference in 1998 and hopefully will be involved in some way. How about it, Becky?

And the hard-working, incredible **Birdie MacLennan** <bmacleann@zoo.uvm.edu>, (Coordinator, Serials & Cataloging, U. of Vermont and listowner, **Serialist**) sent out some annotated citations from **Current Cites** (January 1998) <citeschk@library.berkeley.edu> regarding e-publishing and digital libraries. Here are the cites only. **Walt Crawford**. "Paper Persists: Why Physical Library Collections Still Matter" *Online* 22(1) (January 1998)

(<http://www.onlineinc.com/onlineinc/JanOL98/crawfordl.html>).

Katharina Klemperer and **Stephen Chapman**. "Digital Libraries: A Selected Resource Guide"

Information Technology and Libraries 16(3) (September 1997): 126-131 (http://www.lita.org/ital/1603_klemperer.htm).

Kenneth N. Gilpin. "Concerns About an Aggressive Publishing Giant [Reed Elsevier]" *New York Times* (December 29, 1997):C2. **Bill Rosenblatt**, "Solving the Dilemma of Copyright Protection Online: The Digital Object Identifier" *JEP: The Journal of Electronic Publishing* 3(2) (December 1997) (<http://www.press.umich.edu/jep/03-02/doi.html>). **Jasper C. Schad**, "Scientific Societies and Their Journals: Issues of Cost and Relevance" *The Journal of Academic Librarian-ship* 23(5) (September 1997):406-407. **Judith Axler Turner**, "Pioneering an Online Newspaper: Lessons from the *Chronicle*" *JEP: The Journal of Elec-*

tronic Publishing 3(2) (December 1997) (<http://www.press.umich.edu/jep/03-02/chronicle.html>). To subscribe to current cites, send the message "sub cites [your name]" to listserv@library.berkeley.edu.

This comes from <web4lib@library.berkeley.edu> which reported it from *Wired* news. The **National Writers Union** is filing a mass grievance against the **Northern Light** online search engine for selling access to previously published articles on the Web. The fulltext of the article is located at <http://www.wired.com/news/news/culture/story/9861.html>.

The Internet is something. The other day I got an email from **Phyllis Erdogan**, Bilkent University Librarian in Ankara, Turkey who has a subscription to *ATG*! I hope that Phyllis will write us about some of the news over there.

Rock Hill Press (Bala Cynwyd, PA) has announced *The Internet Travelers Desk Reference*, A monthly subject guide to the best Web sites. Twelve issues a year are \$66.50. A sample is located on their Web site — www.rockhillpress.com.

IFLA has announced the appointment of **Mr. Sjoerd M.J. Koopman** as Coordinator of Professional Activities as of April 1. Koopman comes to IFLA from the **PICA Library Automation Centre** where he has been Head of Marketing since 1995. He began his challenging and varied career within the Dutch library and information sector in 1980. Following a degree course in Business Economics at the **Erasmus University** of Rotterdam, he went on to read Political Science at the **University of Amsterdam**. In 1979 he successfully completed a three-year-course in Library and Information Science (OWB-B) and obtained his MA in Political Science in 1981 from

Librarians will have to be out front providing realistic solutions for their institutions and their users. K. Wayne Smith, Interview, ATG, February, 1998, p.51.

the **University of Amsterdam**. Besides his solid background in library automation, Koopman also possesses excellent linguistic skills and has published extensively in both Dutch and English and is proficient in German, French, Italian and Spanish.

And, just as we go to press, we at the **College of Charleston Libraries** are getting ready to attend the grand opening of the brand new **Charleston County Library** at the foot of Calhoun Street. This new facility — which you will have to visit the next time you are in Charleston — will have the capacity for 570,000 books, 113 public computers, 108,000 square feet, a capacity of 500 seats, 200 circulating CD-ROMs, and much, much more. Can't wait to see the whole thing! 